

SUCCESS BRINGS A WHOLE NEW SET OF CHALLENGES

EXECUTIVE CONSULTING GROUP

THE BENEFITS OF BUSINESS GROWTH

Growth has many potential benefits, including:

- Better sustainability
- Lower costs - due to economies of scale
- Improved buying and bargaining power
- Increased market share
- Lower risk (through diversification)
- Improved competitiveness in the market
- Ability to attract better staff

Sales revenue growth is a marker of good business health, and it is essential to the long-term survival of a business. Revenue growth provides resilience against adverse market conditions, and it drives the business to improve its operational capabilities and the value delivered to customers. The focus on growth drives business performance and profit.

Sales Revenue Growth Drives Long-Term Business Health



Growth enables the business to attract new talent, create a more sustainable future, acquire important assets, and reduce risk by diversification into new markets.

Phone: 1300 891 640
27 James Street
Fortitude Valley, QLD 4006

SUCCESS BRINGS A WHOLE NEW SET OF CHALLENGES

What worked to get the business to its current level of success often does not work to get the business to the next level. Larger businesses tend to be more complex and have different challenges.

Some of the structural factors that change significantly at each level of business growth include:


- ▶ Management and leadership style
- ▶ Organisational structure
- ▶ Formal systems and recording of activity data
- ▶ Degree and rigor of planning
- ▶ Owner's involvement in the business

Business growth is often a disruptive force that puts substantial pressure on management, staff, resources, and finances. Growth to the next level requires the business leader to understand how the structural factors may need to change before attempting to grow to that next level.

ABOUT US

Executive Consulting Group is a strategic consultancy, that assists B2B businesses to reliably grow in a balanced and planned way; by improving sales revenue and cash flow, enhancing operational strategy, optimising sales team performance, and maximising sales capture and conversions. Optimising sales results can give your business the ongoing cashflow needed to invest in growth, efficiency and quality improvements, powering the growth and long-term sustainability of your business. We are a strategic consultancy firm that deeply understands the inhibitors to revenue growth and provide customised solutions to small and medium businesses and enterprises that have the desire to capture more market share.

Whatever the size and stage of your business, Executive Consulting Group can help you to navigate your way to success.



**EXECUTIVE
CONSULTING
GROUP**